

Deliveries tabulated from VWear296 Inclusive 1/17

Virginia Slims VWear2 '96: Summary of Orders and Deliveries Against Forecasts (%)

Item	Forecast Orders as of 1/6	Forecast Mix (%)	Purchase Orders as of 1/17		Receipts from Vendors as of 1/17				Consumer Orders as of 1/15					
			Total	% of Forecast	Total	Actual Mix (%)	% of Purchases	Consumer Orders (Ratio)†	vs. Forecast to Date	Total	% of Forecast	CONSUMER SERVICE TIME (WEEKS) FOR ORDERS PLACED ON:		
												12/18	1/15	2/12
INC-89019 BLACK COMPACT MIRROR	21,630	5.73%	35,500	164.13%	35,500	7.86%	100.00%	1.79	98.56%	19,780	91.45%	2	2	2
INC-89020 BEAN LIGHTER	101,512	26.88%	146,480	144.30%	169,400	37.50%	115.65%	1.74	100.55%	97,386	95.94%	2	2	2
INC-89021 HOOP EARRINGS	10,552	2.79%	16,000	151.83%	15,000	3.32%	93.75%	1.58	97.44%	9,502	90.05%	2	2	2
INC-89022 JEWELRY ORGANIZER	29,494	7.81%	35,850	120.87%	35,850	7.89%	100.00%	1.32	98.62%	26,984	91.49%	2	2	2
INC-89023 BLACK TOTE BAG	35,778	9.47%	41,900	117.11%	41,000	9.07%	97.85%	1.26	97.59%	32,495	90.83%	2	2	2
INC-89024 SM BLUE PARKA	3,272	0.87%	3,744	114.43%	2,471	0.55%	66.00%	0.84	97.29%	2,955	90.31%	9	5	2
INC-89025 MED BLUE PARKA	7,059	1.87%	7,124	100.93%	5,376	1.19%	75.46%	0.83	98.58%	6,446	91.32%	9	5	2
INC-89026 LGE BLUE PARKA	7,248	1.92%	7,874	105.88%	5,088	1.13%	66.30%	0.77	98.47%	6,698	91.03%	9	6	3
INC-89027 XLG BLUE PARKA	6,388	1.69%	6,222	97.39%	4,368	0.97%	70.17%	0.78	98.23%	5,773	90.37%	9	7	*
INC-89028 AUG CAT SM RED BLZER	1,141	0.30%	1,386	121.51%	936	0.21%	67.53%	0.89	99.92%	1,053	92.32%	10	6	2
INC-89029 AUG CAT MD RED BLZER	1,824	0.48%	2,440	133.76%	1,867	0.41%	76.52%	1.10	100.81%	1,703	93.36%	10	6	2
INC-89030 AUG CAT LG RED BLZER	1,429	0.38%	1,638	114.60%	1,308	0.29%	79.85%	0.99	100.05%	1,316	92.07%	2	2	2
INC-89031 AUG CAT XL RED BLZER	944	0.25%	1,190	126.05%	1,083	0.24%	91.01%	1.23	100.79%	884	93.64%	2	2	2
INC-89032 AUG CAT SM BLK BLZER	2,234	0.59%	2,654	118.81%	2,654	0.59%	100.00%	1.33	97.00%	2,000	89.54%	2	2	2
INC-89033 AUG CAT MD BLK BLZER	4,060	1.07%	4,727	116.43%	4,727	1.05%	100.00%	1.28	98.13%	3,688	90.84%	2	2	2
INC-89034 AUG CAT LG BLK BLZER	3,490	0.92%	3,722	106.66%	3,722	0.82%	100.00%	1.19	97.38%	3,132	89.75%	2	2	2
INC-89035 AUG CAT XL BLK BLZER	2,518	0.67%	2,771	110.04%	2,889	0.60%	97.40%	1.18	98.13%	2,283	90.67%	2	2	2
INC-89036 SILVER WATCH	38,116	10.09%	42,800	112.29%	40,515	8.97%	94.66%	1.17	97.81%	34,703	91.05%	2	2	2
INC-89037 RED BACK PACK	8,522	2.28%	13,050	153.14%	7,631	1.69%	58.48%	0.99	97.40%	7,715	90.53%	11	7	3
INC-89038 BLUE BACK PACK	13,313	3.52%	15,450	116.05%	8,842	1.96%	57.23%	0.71	101.55%	12,512	93.98%	9	7	3
INC-89039 SM MD RED TUNIC	10,620	2.81%	11,352	106.89%	7,650	1.69%	67.39%	0.79	98.97%	9,670	91.05%	7	5	2
INC-89040 LRG XLRG RED TUNIC	13,444	3.56%	14,400	107.11%	8,508	1.88%	59.08%	0.68	100.67%	12,458	92.66%	7	5	2
INC-89041 SM MD BLACK TUNIC	8,196	2.17%	8,560	104.45%	8,428	1.87%	98.46%	1.13	99.08%	7,457	90.99%	6	2	2
INC-89042 LG XL BLACK TUNIC	12,441	3.29%	12,228	98.29%	11,724	2.59%	95.88%	1.04	98.87%	11,284	90.70%	6	2	*
INC-89043 SM BLACK LEGGING	6,567	1.74%	6,070	92.43%	4,824	1.07%	79.47%	0.84	96.31%	5,756	87.65%	9	5	*
INC-89044 MD BLACK LEGGING	11,260	2.98%	10,266	91.17%	8,164	1.81%	79.52%	0.81	97.43%	10,042	89.18%	9	5	*
INC-89045 LG BLACK LEGGING	9,040	2.39%	8,576	94.87%	6,792	1.50%	79.20%	0.85	96.64%	8,009	88.60%	9	5	*
INC-89046 XL BLACK LEGGING	5,592	1.48%	5,868	104.94%	5,868	1.30%	100.00%	1.17	98.41%	5,025	89.86%	2	2	2
TOTALS	377,883		469,442	124.30%	451,793		96.24%			348,610	92.30%			

† Ratios of less than 1.00 reflect stock-out conditions

* Indicates insufficient inventory available to service this item

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